

**ALL RJR BRANDS (EXCEPT "SIGNATURE")**

WAM RETAILER ACCRUAL

Category I

- ◆ Purchasing a minimum of 15 cartons of "SIGNATURE" AND one 4-carton promotion each quarter

**10¢/Carton**

OR

**7¢/Carton**

Category II

- ◆ Purchasing a minimum of one 4-carton promotion each quarter OR a minimum of 15 cartons of "SIGNATURE"

**5¢/Carton**

OR

**.035¢/Carton**

Category III

- ◆ Retailers who do not meet minimum qualifications AND non-WAM Retailers

**0.00¢/Carton**

NOTE:

RECOMMENDED ¢/CARTON RETAILER ACCRUAL MOST ALL DISTRIBUTORS WILL MAKE AVAILABLE - VARIATIONS COULD OCCUR.

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